



Animal Health

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Executive Vice President



Orion Pharma Animal Health today

The road is open for growth after some eventful years



We develop, in-license, manufacture and market innovative and generic drugs for companion animals and livestock



~300 employees – mainly in France, Belgium and Finland



Animal Health dedicated production site in France, and packaging and logistics centre in Belgium

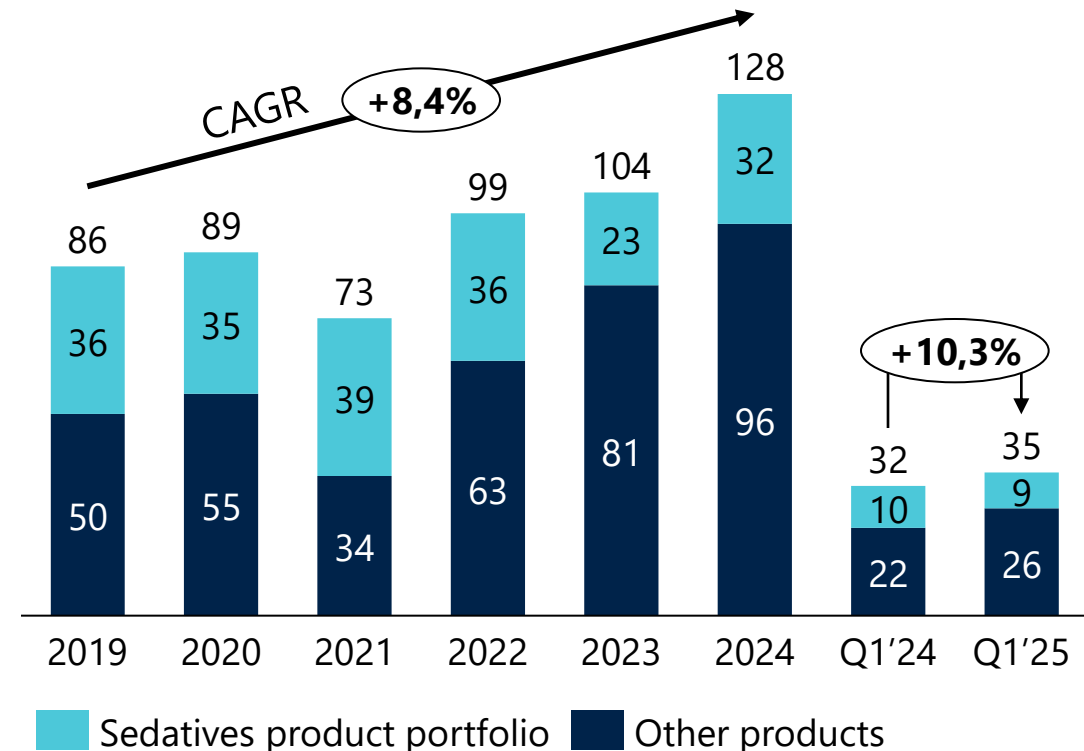


Active R&D – new innovations and generic development

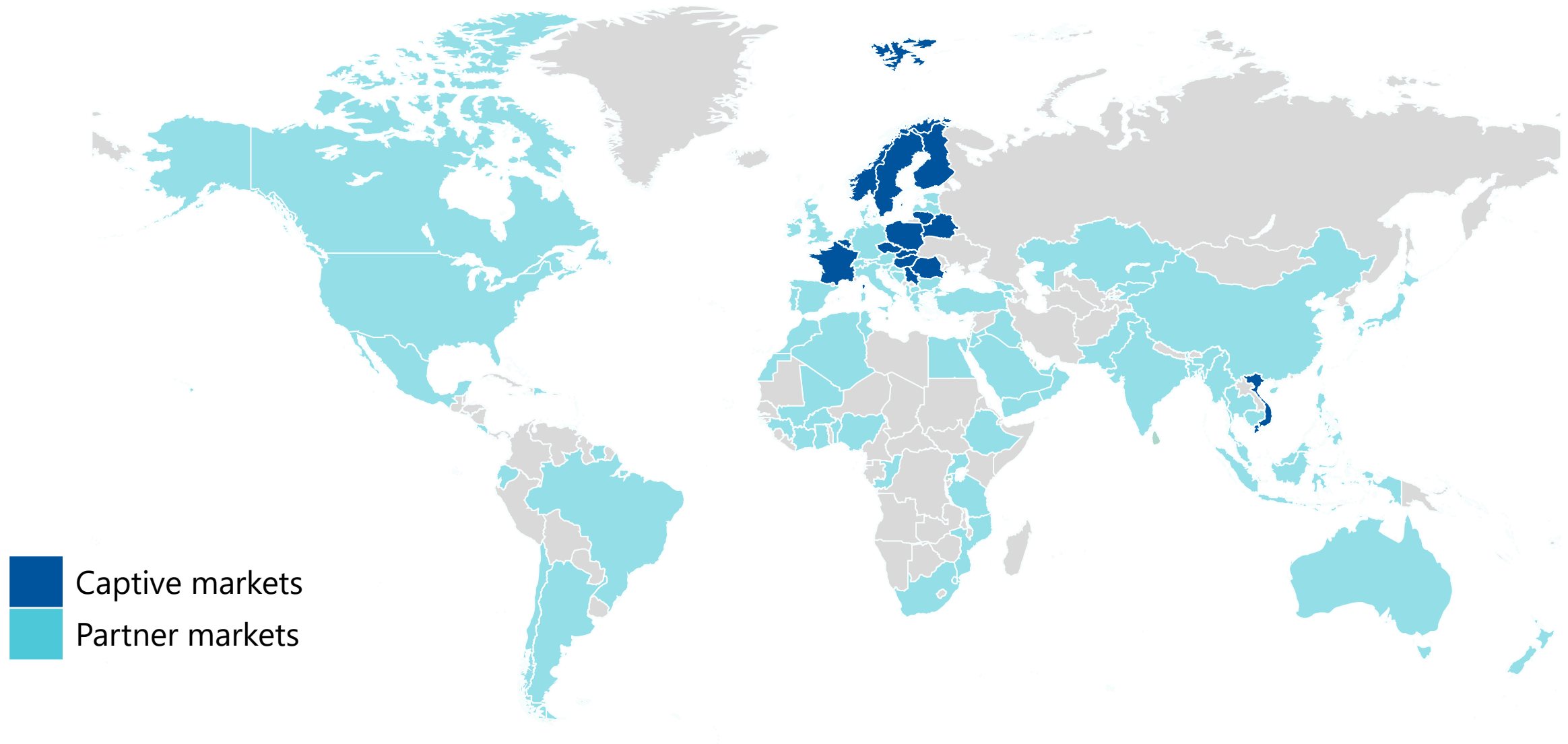


Integrated sales, operations and production after Inovet acquisition

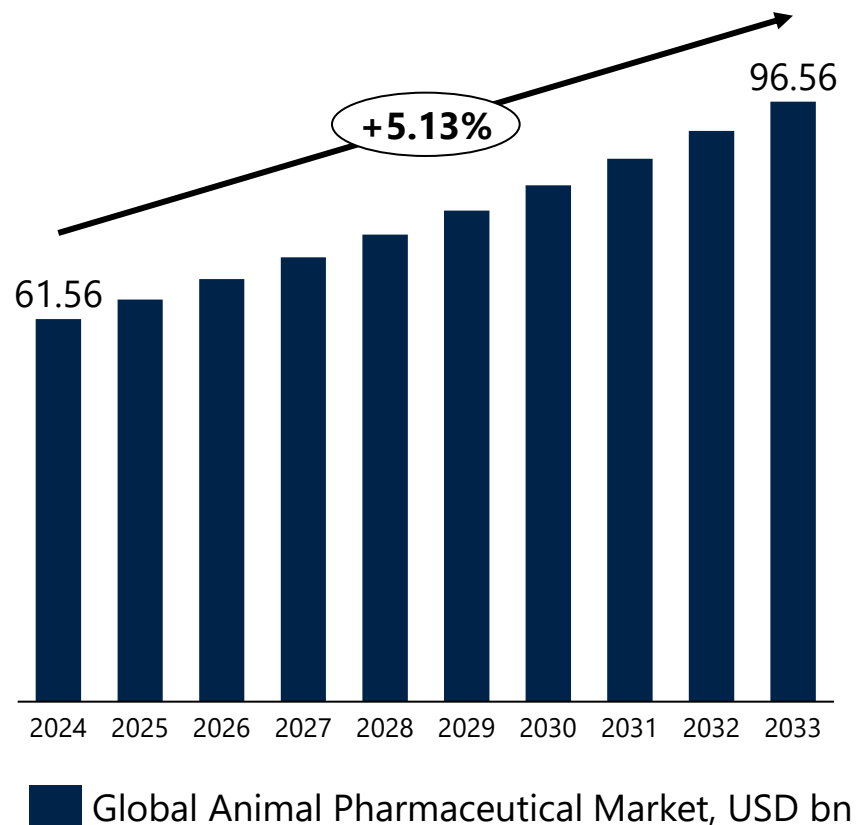
2021: Loss of significant distribution agreement (~MEUR 28)
2022: Acquisition of Inovet (VMD)
2023: Headwinds from partner de-stocking and overall market development
2024: "Back to normal"



Animal Health sales worldwide

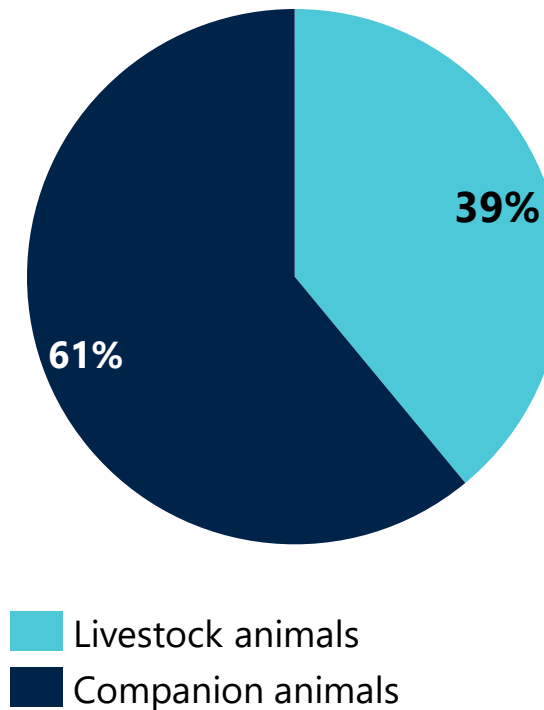


Animal Health market review



SOURCE: [Animal Pharmaceutical Market Size, Analysis, Report, 2033](#)

Market split in 2023



SOURCE: www.gminsights.com

Market trends

- No. of pets increasing (North America & Europe)
- Population growth means increased food production (Asia, Africa, South America)
- Customer base is consolidating
- Technology, AI/data usage and investments are growing
- Regulations are increasing around the world

Focus areas of Animal Health R&D

Reduction, Replacement and Refinement (3Rs) of antibiotics	<ul style="list-style-type: none">• New therapeutic modalities• Selected target species and indications• Sustainable use of antibiotics• Pet care products
Anesthesia and pain management	<ul style="list-style-type: none">• New therapeutic modalities• Selected target species and indications• Perioperative care (before, during and after)• Pet care products
Generics development	<ul style="list-style-type: none">• Fill the gaps in portfolio• Products with added value• Pet care products
Ease and convenience of administration	<ul style="list-style-type: none">• Formulation development (e.g. palatable tablets, topical products, transmucosal products)

How Animal Health is building growth



Growth through innovation

- Internal innovative R&D – main focus on companion animals
- Generic development – mainly for livestock



Growth through market growth

- Expected market growth CAGR 5.13% until 2033
- Leverage wide networks and good customer relationships for cross-selling



Growth through in-licensing

- In-license products for captive markets
- Both companion animals and livestock
- Innovative products and generics



Other in-organic growth options

- Expanding product portfolio or commercial presence with targeted M&As

OUR PURPOSE

"Our mission is to provide meaningful, compassionate animal health care that prioritizes the well-being of animals and their caregivers."



Q&A

